

ORIGINAL

B
5/3/85

**KROSS KOUNTRY
INDUSTRIES**

48
BOX 347 MUSKEGO, WISCONSIN 53150

422-1550
414-529-2196

KWR

[Handwritten signature]

01-22-NIB-1850

March 26, 1985

Mr. Ken Rutland
VIN Coordinator
National Highway and Traffic Safety Administration
400 Seventh Street, S.W.
Washington, D.C. 20590

Dear Sir,

Last August we were assigned a code number, 1k9/050. It was our intention to use it at the beginning of this year. However we had not recieved a confirmation on our numbering sequence. Further, we became very busy developing a new series of trailer products. This new series will result in more than 500 trailers per year. We contacted Ms, Debbie Bisch of SAE to explain our situation.

Because we never used 1k9/050, she merely assigned us a new designation, 197. Please find enclosed a print out of our VIN code system for your review. Telephoning Mr. Burgette he informed me that since we did not recieve additional correspondence, we were to assume our code as confirmed. We did not know.

Therefore, we may assume our code method as proper from previous data. Now with the deletion of six characters, and the addition of the newly assigned three, how soon may we begin assigning VIN code serial numbers? We would like to begin this 1 May 1985. Would you please forward a confirmation letter allowing this practice. Verification may be necessary for some of our mass-marketing customers.

Thank you for your service and attention to this letter. If additional information is required, please contact me directly.

Yours truly

Norm Reynolds

NR/gmr

VEHICLE IDENTIFICATION NUMBER CALCULATION. MARCH, 1985

CHECK

1 9 7 T T L LND. Y P S S S S S S
 Y Y E E OF C E L E E E E E E
 P P N N A H A T. R R R R R R R
 E E G G X E R I I I I I I I
 T T L C L A A A A A A
 H H E K O L L L L L L L
 S C.

TYPES: CD=CUSTOM DESIGN
 CT=CYCLE TRAILER
 SC=SINGLE CYCLE
 SU=SNOW/UTILITY
 TF=T-FRAME
 UL=ULTRA
 UT=UTILITY

1.09
 2.18
 3.27
 4.36
 5.45
 6.54
 7.63
 8.72
 9.81
 X.90
 0.00

1 9 7 4 3 0 8 1 6 6 0 5 0 0 0 1
 8 63 42 20 12 0 16 10 54 48 0 30 0 0 0 2

D= 27.727

INVOICE NUMBER:

1 9 7 U T 0 8 1 F W 0 0 0 0 0 1
 0 0 2
 0 0 3
 0 0 4
 0 0 5
 0 0 6
 0 0 7
 0 0 8

D= 27.727
 D= 27.909
 D= 28.091
 D= 28.273
 D= 28.455
 D= 28.636
 D= 28.818
 D= 29

Explanation using sample VIN number above:

1. The 197 number is our assigned designation.
2. The type, length, and axle number are as suggested from WMI.
3. "F" is 1985 year value.
4. "W" is Wisconsin manufacturing site. S4.5.3.2 is unclear as to proper character to be used.
5. Serial number for this series of trailers (utility) ranges from 1 to 999,999.
6. Determining check digit, observe "D" at far right. The decimal value should be matched with the same value above in the "CHECK" column. The integer opposite that same value is the check digit number. It will be installed into proper position when stamped onto frame.